

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS; BA (BS)-301
BBA – I**

Date: December 20, 2017

Max Time: 2 Hrs

Max Marks: 60

INSTRUCTIONS:

- 1. Attempt 6 questions, where Q7 is compulsory.**
- 2. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1- Connect the following sentences while using the linking words. (10)

- 1- Sami is happy.he is seeing himself travelling soon.
- 2- He is saving money.he is planning to buy a caravan.
- 3- Memoona started gyming. She wants to loose weight.
- 4- The patient's condition is getting better.he has taken medicine.

Q2- Change the voice of the following. (10)

- 1- Rukhsaar passes the salt.
- 2-. Five kebab rolls must have been eaten by the participant of the game.
- 3- Majid will clean the mosque every Saturday
- 4- The old man was made to drink the soup.
- 5- One may accomplish anything with a little effort.

Q3- State whether the following sentence is a sentence fragment or not. (10)

- 1- There is nothing wrong with the structure of this sentence
- 2- She worked from morning until night.
- 3- To deal with the stress building up in his head, as he struggled through the difficult Statistics test.
- 4- Some of the students working in professor Kareem's laboratory last semester.
- 5- Although it seemed to have stopped raining suddenly.

Q4- Using the verbs given in bracket, rewrite the following sentences. (10)

- 1- I (start) studying two hours ago.
- 2- A camel (drink) enough water to last for several days.
- 3- I (send) a letter to my friend in Iran.
- 4- I (do) the homework myself.
- 5- Someone is (ring) the door bell.

Q5- Insert the correct preposition in the spaces given. (10)

- 1- This material is different _____ that.
- 2- The little boy couldn't part ____ his dog.
- 3- Can you send some food __ your neighbours.
- 4- ____ the way he talks ,i think he is an Gujrati.
- 5- She is capable __ doing something great.
- 6- He has been absent _____ Monday.
- 7- She was born ____ 2009.
- 8- You should explain this _____ them.

Q6- Convert the following simple sentences into complex and compound complex sentences.(10)

- 1- She looked for Ashraf and Adeel at the bus station.
- 2- I love simple sentences.
- 3- I like Samosa.
- 4- He will shop at the store this weekend.
- 5- The company plans to market the product overseas.

Q7- Read the passage below and punctuate it correctly.(10)

KARACHI: a new wave of cold is expected to hit the metropolis from wednesday as snow and rain continue in the north of the country according to the meteorological department cold winds from siberia will start blowing in the city from tomorrow bringing a fresh wave of cold which will persist through the week. Minimum temperature recorded in karachi today was 10.5 degrees Celsius snowfall continued in muree and surrounding areas overnight with snow levels recorded at 4 inches snow and rain continued in the mountains of Azad Kashmir and Diامر Intermittent rain was recorded in Chilas.

END OF EXAM PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
COMMERCIAL GEOGRAPHY; BA (BS)-311
BBA – I**

Date: December 22, 2017

Max Time: 2 Hrs

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt any 5 questions, all carry equal marks. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Describe the importance and scope of commercial geography.
- Q2 Pakistan lies on the cross-roads of international highways of the world. Describe the importance of location of Pakistan with respect to its neighboring countries.
- Q3 Name the main cotton and sugarcane growing regions. Explain why they are important.
- Q4 Discuss the advantages and disadvantages of any one of the following:
a) Coal b) Petroleum
- Q5 What are the problems of agriculture in Pakistan?
- Q6 Explain the type of internal migration in Pakistan. Describe some aspects of seasonal movement of labour force in Pakistan.
- Q7 What is CPEC? Write its Geographical Orientation? How would it contribute in the geographical economy of Pakistan?

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
STUDY SKILLS; BA (BS)-321
BBA – I

Date: December 26, 2017

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt all questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1** "Learning refers to any relatively permanent change in behaviour brought about through experience". Considering this definition of learning:
- a) Briefly explain how this course i.e. "study skills, helped you change your behaviour? **[05]**
 - b) Also explain how this behavioural change might help you to achieve your future aims? **[05]**
- Q2** Write a short essay on the goals that you want to achieve in your life. This essay must answer the following questions. **[05]**
- a) What is a long-term goal you want to reach?
 - b) What time limit will you set for reaching your goal?
 - c) List some short-term goals you will have to accomplish before reaching your long-term goal, and your plan for completing them.
 - d) Which of your values play a role in setting these goals? How?
- Q3** What is critical thinking? How can it help you to accomplish goals in your career? **[05]**
- Q4** Explain In your own words, how this course might help a student to become a better "time manager" than before? **[05]**
- Q5** Explain some techniques that a student may use to organize information for his / her studies. **[05]**
- Q6** List some skills that you think are very critical for your success in your career. Also explain how these skills play their role in making you a successful employee / business owner. **[05]**
- Q7** Write a short note on reducing test anxiety and some disadvantages of test anxiety. **[05]**

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
ISLAMIC STUDIES; BA (BS)-331
BS - I

Date: December 29, 2017

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

1. Attempt all questions. All carry equal marks.
2. Do not write anything on the question paper. **EXCEPT** the initials mentioned above.
3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q.1: Introducing the importance of the holy Quran write a detailed note on Surat ul Hujrat or Surat ul Furqan?

سوال نمبر ۱: قرآن کریم کی ضرورت اور اہمیت بیان کرتے ہوئے سورة الحجرات یا سورة الفرقان کے احکامات بیان کیجئے؟

Q.2: Describing the faiths of Islam, write a note on Oneness of God OR the faith of Prophet Hood and the finality of the Prophet Hood?

سوال نمبر ۲: قرآن و سنت کی روشنی میں عقائد اسلام کی وضاحت کرتے ہوئے عقیدہ توحید یا عقیدہ رسالت و ختم نبوت پر ایک مفصل نوٹ تحریر کیجئے؟

Q.3: In the light of Quran and Hadith discuss and describe the bases of Islam and write a note on the Pilgrimage OR Zakat along with their benefits?

سوال نمبر ۳: قرآن و سنت کی روشنی میں ارکان اسلام کی وضاحت کرتے ہوئے حج بیت اللہ یا زکوٰۃ میں سے کسی بھی ایک پر ایک تفصیلی نوٹ تحریر کریں اور ان کے فوائد بھی تحریر کیجئے؟

Q.4: What do you understand by the rights of Allah and the rights of human beings? In the light of Holy Quran and hadith write a short note on the rights of the Parents and relatives?

سوال نمبر ۴: حقوق اللہ اور حقوق العباد سے کیا مراد ہے؟ قرآن و سنت کی روشنی میں والدین اور رشتہ داروں کے حقوق مختصراً بیان کیجئے؟

Q.5: Write a note on the importance of Hadith and Sunnah also describe the social work and Expenditure in the way of Allah (انفاق فی سبیل اللہ) referring to the ahadith present in your syllabus?

سوال نمبر ۵: حدیث اور سنت رسول اللہ ﷺ کی ضرورت اور اہمیت بیان کرتے ہوئے نصاب میں دی گئی احادیث کی روشنی میں خدمت خلق اور انفاق فی سبیل اللہ پر ایک مختصر نوٹ تحریر کیجئے؟

END OF EXAM PAPER

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Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
ETHICAL BEHAVIOR; BA (BS)-331
BS - I

Date: December 29, 2017

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

1. Attempt all questions. All carry equal marks.
2. Do not write anything on the question paper. **EXCEPT** the initials mentioned above.
3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q.1: Defining the meaning and scope of Ethics, write a note on the relation of Ethics with religion and Science?

سوال نمبر ۱: اخلاقیات کی تعریف اور دائرہ کار بیان کرتے ہوئے مذہب اور سائنس سے اس کا تعلق بیان کیجئے؟

Q.2: Write a detailed note on freedom, tolerance and justice in the society?

سوال نمبر ۲: ایک انسانی معاشرے میں آزادی، رواداری اور عدل و انصاف کی اہمیت پر ایک نوٹ تحریر کیجئے؟

Q.3: What are the moral teachings of any one of the following: Islam, Christianity and Judaism?

سوال نمبر ۳: اسلام، عیسائیت اور یہودیت میں سے کسی بھی ایک مذہب کی اخلاقی تعلیمات کا جائزہ لیجئے؟

Q.4: What do you understand by professional ethics? Write a note on ethics between students and teachers?

سوال نمبر ۴: پیشہ ورانہ اخلاقیات کی تعریف بیان کرتے ہوئے اساتذہ اور طلبہ کے باہمی تعلقات کی اخلاقیات پر ایک نوٹ تحریر کیجئے؟

Q.5: Write a detailed note on the biography and ethical teachings of any one of the following:

Muhammad (peace be upon him), Baba Guru Nanak, Mahatma Gotum Budh?

سوال نمبر ۵: مندرجہ ذیل میں سے کسی بھی ایک کی سوانح حیات اور ان کی اخلاقی تعلیمات پر نوٹ تحریر کیجئے:

حضرت محمد ﷺ

بابا گرو نانک

مہاتما گوتھم بدھ؟

END OF EXAM PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS; BA (BS)-341
BBA – I**

Date: December 18, 2017

Max Time: 100 Mins

Max Marks: 45

INSTRUCTIONS:

- 1. Attempt any 3 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Discuss and contrast the types of businesses in market with examples?
- Q2 Evaluate the promotional mix of any detergent powder?
- Q3 Explain the different types of Partners.
- Q4 What are the advantages and disadvantages of recruiting candidates from external sources?
- Q5 "To be successful in 21st century companies must take advantage of the new information, technology, globalization and entrepreneurship". How advances in these concepts positively effect a business?
- Q6 Explain any five of the following terms:
1. Stakeholders
 2. Income statement
 3. Organization
 4. Recruitment
 5. Target Market
 6. Short term Finance

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
COMPUTER APPLICATION TO BUSINESS; BA (BS)-351
BBA – I

Date: January 1, 2018

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt any 4 questions, all carry equal marks. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Describe the role of Electronic Data Interchange(EDI) in B2B e-commerce model
- Q2 a) Write down the purpose of the change management system, and how does it implements?
b) Differentiate the characteristics of web 2.0, web 3.0 and web 4.0 with examples
- Q3 Explain the terms intermediation, disintermediation and re-intermediation in e-commerce with examples
- Q4 a) Illustrate how does Client Server Network works?
b) Describe source data entry devices (Input devices) used in the business
- Q5 Write down the distinguishing points between **any two** of the followings:
a) MS-Access and Excel
b) Domain and Sub-domain
c) Network and Data communication

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
BUSINESS ENGLISH – II; BA(BS)-302
BBA – II

Date: January 2, 2018

Max Time: 3 Hrs

Max Marks: 60

- Q1- Write an essay on any one (01) of the following topic. (15)
- a) Advantages and disadvantages of Artificial Intelligence in the future to come
 - b) Impact of global monitoring of nations through social media websites, a threat or a blessing?
- Q2- Read the given paragraphs and state which one is more coherent and properly organized. Also state its main idea. (15)
- a. One major consequence of global warming arising out of greenhouse effect is the rise in sea level. Four major changes take place prior to this. They are: Thermal expansion, mountain glacier melting, Greenland ice sheet melting and Polar (Arctic and Antarctic) ice sheet melting. Thus, the coastal cities and ports may be submerged under sea-water. Many islands may vanish from the earth surface as well as from the world map.
 - b. "There are three principal reason why people commit crimes. The first of these is that they may be career criminals who have made an active choice to make their living illegally. A second reason relates tothe environment they grew up in a possible illustration of this is if they have been subject to peer grouppressure at an early age to join a gang that terrorized the neighborhood. Finally it is sometimes argued that genetic factors play a role and that some people cannot be blamed for their criminal actions because they are naturally predisposed to commit crimes."
- Q3- Develop the following topics sentence into a well-organized and a meaning full paragraph.(15)
Personality is built in the first 7 years of human life.
- Q4- Summarize the following passages. (15)
- Poverty is one of the main social problems in the world. Poverty in the society is the main cause of many other social problems. It leads to poor education, environmental degradation and a whole lot of other social problems. According to the structural perspective, society is viewed as a complex system of structures that interact in order to perform various necessary functions. Change is generally viewed as gradual and disruptive. In this respect, we can say that poverty occurs due to many different factors that are unlikely to change easily. On the other hand, according to the conflict theory, change is inevitable and often beneficial. This theory views society as a struggle for resources and power and inequality is universal. In this respect, poverty can be justified as a form of inequality in society. But it can be repaired by changing some factor of the society. According to the symbolic interactionism, humans are social animals and require interaction with one another. It studies social interactions between individuals and small groups and how humans interpret these interactions. In this respect, poverty can be eliminated by interaction with the right people in society. Poverty leads to most social problems in society but can be evaded or corrected with the correct perspective.

All social problems affecting the world today are all interrelated in some way or another. Problems with the environment are almost directly related to poverty and problems with education. The environment is very sensitive and even the slightest imbalance will cause a great negative impact. The environment has degraded overtime due to factor such as overpopulation and overuse of the resources in the environment. An example is the current global warming crisis. It started simply as a deforestation problem in one area. The trees were being cut down mainly to create room for building industries and for paper making. As the world progressed into further technology, more trees were cut for publishing of more books and building of more industries. This shows the interrelationship between education and environmental problems. Another angle is the fact that without education, the measures to be taken in the conservation of the environment cannot be passed on to the general public sufficiently. Poverty also affects the environment. Take for example a poor family living near a forest and the only fuel they can get is firewood. As much as they may know of the negative effects of cutting trees, they have no choice but to keep on cutting. This shows that the three social problems poverty, poor education and environmental problems are interconnected.

END OF EXAM PAPER

College Name: _____

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Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
MONEY & BANKING; BA(BS)-312
BBA – II**

Date: December 23, 2017

Max Time: 100 Mins

Max Marks: 45

INSTRUCTIONS:

- 1. Attempt any 4 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 a) Define Exchange Rate and how equilibrium exchange rate can be determined?
b) Discuss fixed and floating exchange rates.

Q2 Compare and contrast the monetary and fiscal Policy? How does both influence the economy functioning.

Q3 Explain what might happen in the economy if there were no financial institutions.

Q4 What is money? Explain the characteristics of money?

Q5 What is a money market? Explain the following instruments of money market.

- i) Commercial bills
- ii) Treasury bills
- iii) Certificate of Deposit.

Q6 Differentiate the following:

- i) Real and Nominal Interest Rate.
- ii) Bills of Exchange and Promissory Notes
- iii) Debit and Credit Cards

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
PAKISTAN STUDIES; BA (BS)-332
BBA – II

Date: December 28, 2017

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

1. Attempt any 4 question. Do not write anything on the question paper.
2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q1 Being dependent on the Western World for defense and economy can Pakistan adopt an independent Foreign Policy? Discuss.

سوال نمبر ۱: دفاع اور معیشت میں مغربی دنیا پر منحصر پاکستان کیا ایک آزاد خارجہ پالیسی اختیار کر سکتا ہے؟ بحث کیجیے۔

Q2 Write detail analysis on Pakistani Culture.

سوال نمبر ۲: پاکستانی ثقافت کا تفصیلی تجزیہ تحریر کیجیے۔

Q3 Review in detail the "Administrative Problems" faced by Pakistan just after its establishment.

سوال نمبر ۳: قیام پاکستان کے بعد ملک کو جو انتظامی مسائل درپیش تھے ان کا تفصیلی جائزہ لیجیے۔

Q4 What is the role Urdu as National language can play in country's progress?

سوال نمبر ۴: اردو بحیثیت قومی زبان ملکی ترقی میں کیا کردار ادا کر سکتی ہے؟

Q5 Write short notes on any two of the following:

1. ECO
2. Islamic articles of 1973 constitution
3. Freedom Movement
4. Two Nation Theory

سوال نمبر ۵: مندرجہ ذیل میں سے کسی دو عنوانات پر مختصر نوٹ تحریر کیجیے۔

(الف) اقتصادی تعاون کی تنظیم (ECO)

(ب) ۱۹۷۳ء کے آئین کی اسلامی دفعات

(ج) تحریک آزادی

(د) دو قومی نظریہ

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
HUMAN BEHAVIOR; BA (BS)-342
BBA – II**

Date: December 19, 2017

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt all questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 How different theories of psychology explain the term "Personality"?

Q2 Give a detail account on stress and coping with stress.

Q3 What are the different theories of Emotion? Describe them in detail.

Q4 Write short not on any two of the following:

- a. Motivation
- b. Prejudice and Discrimination
- c. Intelligence assessment
- d. Biological basis of behavior

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
INTERNATIONAL RELATIONS; BA (BS)-431
BBA – III**

Date: December 26, 2017

Max Time: 90 Mins

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt all questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 What is realism? Also state the basic assumptions of realism. **[05]**

Q2 Discuss the role of state and non-state actors in international politics. **[05]**

Q3 What is the role of international financial organizations (such as World Bank & IMF etc.) on the economies of developing countries? **[05]**

Q4 Write a short essay on the following: **[15]**

2. Balance of power
3. Impact of capitalism on world economy
4. Globalization
5. Importance of Foreign Policy
6. Neoliberalism

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
LEADERSHIP & SOCIAL RESPONSIBILITIES; BA (BS)-441
BBA – III**

Date: December 18, 2017

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt any 4 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Myths associated about leadership briefly explain any five with suitable example.
- Q2 How values, beliefs, ethics & character are quite important for understanding leadership?
- Q3 Briefly explain the cultural influences on leadership behavior.
- Q4 Define leadership & briefly explain the different theories associated with leadership.
- Q5 Write short note on any two of the following:
1. Personality
 2. Relational Leadership
 3. Followership Theory

END OF SUBJECTIVE PAPER

College Name: _____

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Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
SMALL & MEDIUM ENTERPRISE; BA (BS)-451
BBA – III**

Date: December 29, 2017

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt any 4 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 Define SME's and briefly explain the classification of SME's.

Q2 What is operational planning and how SME's organize the operational activities efficiently?

Q3 What are the major challenges and issues of SME's of Pakistan?

Q4 Briefly explain the role of SME's in dispersal of economic activities across the country.

Q5 Briefly explain the role of marketing strategies for developing growth strategies for SME's.

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
E-BUSINESS; BA (BS)–402
BBA – IV**

Date: December 19, 2017

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt any 4 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 What is the role of Enterprise Application in an Organization, Describe the Value Chain Model of Michael Porter in order to get competitive advantages in a progressive Organization

Q2 Define the main elements of an e-business strategy, also enlist its advantages

Q3 a) Define Internet Business Models with examples.
b) Write down the key management issues of e-business infrastructure.

Q4 What is meant by Digital Payments System, explain how it is used in E-commerce?

Q5 Write down short notes on any **two** of the followings with examples:
1. VoIP
2. Semantic Web
3. Virtualization
4. Service-Oriented Architecture (SOA)

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
BUSINESS ETHICS & CORPORATE GOVERNANCE; BA (BS)-412
BBA – IV**

Date: January 8, 2018

**Max Time: 1 Hr 45 Mins
Max Marks: 30**

INSTRUCTIONS:

- 1. Attempt any 5 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 What are the Kohlberg's Six Stages of Moral Development?

Q2 Describe the different types of ethical examinations.

Q3 Define corporate social responsibility. Discuss the various components of CSR?

Q4 What is meant by ethical leadership and relate it with different leadership styles.

Q5 Why ethical cycle is important? Elucidate the different stages of ethical cycle.

Q6 List down 'The Seven Deadly Sins'. Which of the seven deadly sins do you believe is the most serious to commit? Why?

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
PUBLIC POLICY; BA (BS)-422
BBA – IV**

Date: December 23, 2017

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt all questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 What is Public Policy? Also explain three major types of public policy. **[07]**

Q2 Can public be considered as a participant in the process of public policy making? Justify. **[07]**

Q3 Explain some of the obstacles that policymakers face in public policy formulation. **[07]**

Q4 State some actors of public policy making and the significance of their participation. **[07]**

Q5 Write a brief note on the following: **[12]**

2. Policy implementation
3. Policy evaluation
4. Budgeting and finance
5. Legal and political perspective on policy implementation

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
COMMUNITY DEVELOPMENT; BA (BS)-442
BBA – IV**

Date: December 30, 2017

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt 40 marks questions. Write only relevant and brief answers. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1. Write short answers. **[15]**
- a) Identify five similarities between Sociology and Psychology.
 - b) Which social institutions are involved in the process of secondary socialization?
 - c) How will you differentiate between Interactionism and Functionalism?
- Q2. a) Which sociological theory is most effective in approaching social issues, the symbolic interactionist perspective, and the functionalist perspectives? **[10]**
- b) What are some manifest and latent functions of school education? Discuss with examples.
- Q3. a) What are norms? Distinguish between folkways and mores. **[15]**
- b) What are the various types of ethnocentrism? Give examples of each.
- c) What is sociology? Identify three ways that sociology can be applied to society.
- Q4. a) What is the changing role of primary group in a changing society? **[15]**
- b) How rural and urban communities are different from each other?
- c) Explain the effect of culture on beliefs and behavior of individuals.
- Q5. How do heredity and environment influence the growth of an Individual Personality in society? Discuss with examples. **[10]**

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
PRINCIPLES OF ACCOUNTING; BA (BS)–452
BBA – IV

Date: December 28, 2017**Max Time: 100 Mins**
Max Marks: 40**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 At the end of each month, Sarah prepares a bank reconciliation statement for her business bank account. At 31 May 2017 her ledger balance was \$2,759 (credit) and her bank statement showed that she had funds of \$131 at the bank. She has the following information:

- (i) The bank debited Sarah's account with charges of \$129 during May. Sarah has not recorded these charges.
- (ii) Sarah arranged for \$2,500 to be transferred from her personal bank account into the business bank account. The bank made the transfer on 30 May, but Sarah has not made any entry for it in her records.
- (iii) On 22 May, Sarah withdrew \$100 cash which she did not record.
- (iv) Cheque number 543987, which Sarah issued to a supplier, appears on the bank statement as \$650. Sarah incorrectly recorded the cheque as \$560.
- (v) On 31 May, Sarah lodged \$457. On the bank statement, this amount is dated 3 June.
- (vi) Sarah was advised by the bank that she earned \$52 interest for the period in May that her account was in credit. Sarah recorded this in May, but the bank did not credit her account until June.
- (vii) Three of the cheques issued in May, with a total value of \$942, were not debited on the bank statement until after 31 May.
- (viii) A cheque for \$276, issued to a supplier, was cancelled but Sarah has not recorded the cancellation of the cheque.

Required:

- Prepare bank reconciliation statement. Also prepare adjusting entries.

Q2 Below is a partial listing of the adjusted account balances of Murray Department Store at year end on December 31, 2016.

Accounts Receivable	\$19,000
Cost of Goods Sold	255,000
Selling Expenses (includes depreciation)	35,000
Interest Expense	1,000
Accumulated Depreciation—Building	10,000
Sales Discounts	22,000
Merchandise Inventory	45,000
Administrative Expenses (includes depreciation)	15,000
Sales	330,000
Accounts Payable	14,000
Interest Revenue	800

Required:

- Using appropriate data, prepare a multiple-step income statement for Murray Department Store for the year ended December 31, 2016.

- Q3 The following information for Nelsen Company is available on June 30, 2017, the end of a monthly accounting period. You are to prepare the necessary adjusting journal entries for Nelsen Company for the month of June for each situation given. Appropriate adjusting entries had been recorded in previous months. You may omit journal entry explanations.
- (i) Nelsen Company purchased a 2-year insurance policy on February 1, 2017 and debited Prepaid Insurance for \$1,800.
 - (ii) On January 1, 2017, a tenant in an apartment building owned by Nelsen Company paid \$5,700 which represents six months' rent in advance. The amount received was credited to the Unearned Rent account.
 - (iii) On June 1, 2017, the balance in the Office Supplies account was \$200. During June, office supplies costing \$480 were purchased. A physical count of office supplies at June 30 revealed that there was \$240 still on hand.
 - (iv) On March 31, 2017, Nelsen Company purchased a delivery van for \$42,000. It is estimated that the annual depreciation will be \$6,000.
 - (v) Nelsen Company has two employees who earn \$80 and \$120 per day, respectively. They are paid each Friday for a five-day work week that begins each Monday. Assume June 30 is a Wednesday.

- Q4 At the beginning of 2016, Chang Company's accounts receivable balance was \$105,000 and the balance in Allowance for doubtful accounts was \$1,950. Chang's sales in 2016 were \$787,500, 80% of which were on credit. Collections on accounts during the year were \$502,500. The company wrote off \$3000 of uncollectible accounts during the year.

Required:

- (a) Prepare summary journal entries related to the sales, collections, and write-offs of accounts receivable.
- (b) Prepare journal entries to recognize bad debts assuming (a) bad debt expense is 3% of credit sales and (b) amounts expected to be uncollectible are 6% of the year-end accounts receivable.

- Q5 Richard Wong is a sole trader. The following information was extracted from his balance sheet as at 31 December 2014.

Fixed Assets	Cost (\$)	Accumulated depreciation (\$)	Net book value (\$)
Land and buildings	100,000	–	100,000
Machinery	10,000	2,000	8,000

Wong purchased machinery on 1 January 2013. Using the straight-line method, he estimated that it would have a working life of 10 years with no scrap value. On 1 April 2015, he purchased a motor lorry \$25,000 by cheque. The depreciation is calculated using the reducing balance method at a rate of 40% per annum. Assets acquired during the year were depreciated from the date of purchase.

Required:

- (a) In the books of Richard Wong, prepare the following accounts for the three financial years ended 31 December 2014, 2015 and 2016, and balance the accounts at the end of each year:
 - (i) Machinery
 - (ii) Provision for depreciation of machinery
 - (iii) Motor lorry
 - (iv) Provision for depreciation of motor lorry

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
FINANCIAL ACCOUNTING; BA (BS)-501
BBA – V

Date: January 15, 2018

Max Time: 2 Hrs

Max Marks: 60

INSTRUCTIONS:

1. Attempt any 4 questions. Do not write anything on the question paper. **EXCEPT** the initials mentioned above.
2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q1 The income statement and comparative balance sheet of Edison Corporation is given below:

EDISON CORPORATION
INCOME STATEMENT
FOR THE YEAR ENDED DECEMBER 31, 2017

Sales	3,450
Cost of goods sold	<u>2,350</u>
Gross profit	1,100
Selling and administrative expense	<u>465</u>
	635
Other revenues and gains	
Gain on sale of investment	<u>40</u>
Income before tax	675
Income tax expense	<u>270</u>
Net income	405

During the year 2017, a dividend of \$130 was declared and paid by management of Edison Corporation. Some plant assets were purchased during 2017 and the payment was settled by issuing common stock amounting to \$35.

EDISON CORPORATION
COMPARATIVE BALANCE SHEET
As On December 31, 2017 and 2016

	2017	2016
Asset:		
Cash and cash equivalents	\$900	\$575
Accounts receivable	875	650
Inventory	800	950
Plant assets	950	850
Accumulated depreciation	(600)	(585)
Long-term investment	650	710
Total	<u>\$3,575</u>	<u>\$3,150</u>
Liabilities and Capital:		
Accounts Payable	600	450
Accrued liabilities	100	125
Bonds payable	700	775
Capital stock	950	850
Retained earnings	<u>1,225</u>	<u>950</u>
Total	<u>\$3,575</u>	<u>\$3,150</u>

Required: Using the data given above, prepare statement of cash flows of Edison Corporation using indirect method.

Q2 The president of HPL Inc. wants to know the effect of different inventory costing methods on the financial statements. For the purpose of comparison of some popular inventory costing methods, the following data was selected.

- Cash balance on January 1, 2013: \$14,000.
- Retained earnings January 1, 2013: \$20,000.
- Inventory on January 1, 2013: 8,000 units @ \$6.
- Income tax rate: 30%.

The HPL Inc. sold 10,000 units for \$240,000 during the year 2013. The total purchases were 12,000 units @ \$8 each and the total operating expenses were \$25,000 during this period. A periodic costing method is used.

Required:

- a. Prepare a comparative income statement using FIFO, LIFO and average costing method to show the effect of each on net operating income of HPL Inc.
- b. Show the balances of the following items on December 31, 2013 under FIFO, LIFO and average costing method:
 - i. Inventory
 - ii. Retained earnings
 - iii. Cash

Q3 The stockholder's equity of LDL Corporation at December 31, 2016 is shown below:

Common stock \$10 par, 100,000 shares authorized, 40,000 shares issued	\$ 400,000
Additional paid in capital: common stock	<u>200,000</u>
Total paid in capital	600,000
Retained earnings	<u>1,500,000</u>
Total stockholder's equity	<u>2,100,000</u>

During 2017, the following transactions effecting stockholder's equity occurred.

- i. A 5-for-4 stock split was proposed and 10,000 new shares were distributed to stockholders.
 - ii. The company purchased 2000 shares of its common stock on the open market at \$37/share.
 - iii. The company reissued 1000 shares of treasury stock at \$45 per share.
 - iv. Issued for cash 20,000 shares of previously unissued \$8 par value common stock at a price of \$45 per share.
 - v. A cash dividend of \$1 per share was declared and payable on December 31.
 - vi. A 10% of the outstanding stocks dividend was declared. The market price was \$48.
- Net income for the year was \$177,000.

Required:

- a. Prepare journal entries to record the transactions related to stockholder's equity.
- b. Prepare statement of retained earnings for the year ended December 31, 2017.

Q4 a) Johnston Co. on November 1, 2013 borrowed Rs. 1,000,000 from a bank issuing a three month 12% note.

Required:

Make entries in general journal of Johnston Co. relating to; issue of note on November 1; accrual of interest on December 31; and payment of note on February 1, assuming that the note was drawn as follows:

- 1) Face value of note Rs. 1,000,000 with interest stated separately.
- 2) With interest included in the face value of the note.

b) Explain the following accounting concepts

- 1) Going concern
- 2) Matching principle
- 3) Time period assumption

Q5 The following data are obtained from the accounting records of Martin Corp. at year ended December 31, 2017.

Net Sales	\$ 90,000
Cost of Goods Sold	54,000
Operating Expenses	24,000
Net Income	4,000
Total Assets	60,000
Average Inventory	15,000
Average Accounts Receivable	10,150
Total Current Assets	39,000
Total Current Liabilities	11,200

Required:

Compute the following

- | | | |
|-------------------------|-----------------------------|-------------------------------|
| (i) Current Ratio | (ii) Gross Profit Rate | (iii) Operating Profit Margin |
| (iv) Inventory Turnover | (v) Days Sales Outstanding. | |
| (vi) Return on Assets | (vii) Fixed Asset turnover | (viii) Total Asset turnover |

END OF EXAM PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
BASIC MATHEMATICS; BA (BS)-511
BBA – V

Revised Date: January 17, 2018

Max Time: 1:15 Hrs
Max Marks: 30

INSTRUCTIONS:

1. Attempt any 5 questions, all carry equal 06 marks. Do not write anything on the question paper. **EXCEPT** the initials mentioned above.
2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q.No.1. The ratio of annual incomes of A and B is 4 : 3 and their annual expenditure is 3 : 2 . If each of them saves 10000 rupees in a year, find their annual income.

Q.No.2. Solve the complex equation and determine the value of x and y .

$$\frac{(x + yi)}{i} = (7 + 9i)$$

Q.No.3. The total cost of producing q units of a certain product is described by the function

$$C = 100,000 + 1,500q + 0.2q^2$$

Where C is the total cost stated in dollars. Determine the number of units of q that should be produced in order to minimize the average cost per unit.

Q.No.4. Solve the differential Equation $y \frac{dy}{dx} = x(y^4 + 2y^2 + 1)$ at $x = -3$, $y = 1$

Q.No.5. A manufacturer produces their production by two units, Unit 'A' makes 150 LED TV set and 800 Smart TV set in a month. Another unit 'B' makes 440 LED TV and 860 Smart TV in a month. Represent the information into matrix form, also find the production of each unit in the duration of one financial year.

Q.No.6. Determine the maximum and minimum point of the following curve, also draw the graph.

$$f(x) = x^3 - 9x^2 + 15x + 3$$

Q.No7. Determine the present value of a series of 8 annual payments of Rs.30,000 each, the first of which begin 1 year from today. Assuming the rate of interest at 6% per year compounding annually.

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
MICROECONOMICS; BA (BS)-521 (PART B)
BBA – V

Date: January 8, 2018

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt any 4 questions with relevant points. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q2: The following table lists the cross-price elasticities of demand for several goods, where the percent quantity change is measured for the first good of the pair, and the percent price change is measured for the second good.

Good	Cross-price elasticities of demand
Air-conditioning units and kilowatts of electricity	-0.34
Coke and Pepsi	+0.63
High-fuel-consuming vehicles and gasoline	-0.28
McDonald's burgers and KFC burgers	+0.82
Butter and margarine	+1.54

Explain the sign of each of the cross-price elasticities. What does it imply about the relationship between the two goods in question?

- Q3: For the following questions assume an economy in which consumers can use their income to purchase two goods, tea and coffee.
- a. Explain the factors that influence a consumer's decision to consume.
 - b. Explain what will be the impact on the demand for coffee if the price of tea increases permanently. Use a diagram to illustrate your answer.
 - c. Identify the factors that may influence the supply of each good.
- Q4: Explain how short run supply curve of a firm and industry derived assuming perfect competition?
- Q5: What is meant by marginal rate of substitution (MRS)? Explain with the help of diagram.
- Q6: What does "perfect competition" mean? State and explain the underlying assumptions of perfect competition.
- Q7: Distinguish between inferior and Giffen goods on the basis of income and substitution effects using appropriate diagram.
- Q8: Explain the fallacies in each of the following:
- a. A firm, shutdown point comes where price is less than minimum average cost.
 - b. Average costs are minimized when marginal costs are at their lowest point.
 - c. Average cost is rising whenever marginal cost is rising.

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
PRINCIPLES OF MANAGEMENT; BA (BS)-531 (PART B)
BBA – V**

Date: January 3, 2018

**Max Time: 100 Mins
Max Marks: 40**

INSTRUCTIONS:

- 1. Attempt any 4 questions with relevant points. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 Briefly explain the functions of management in detail.

Q2 Identify & explain the strategic management process.

Q3 Define motivation and briefly explain the different theories of motivation.

Q4 What do you mean about HRDM and briefly explain the role of HRDM in management?

Q5 Write short notes on any two of the following:

- i- Conflict Management
- ii- Line and Staff Authority
- iii- Span of Control
- iv- Goal-Setting Theory

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
PRINCIPLES OF MARKETING; BA(BS)-541
BBA – V**

Date: January 12, 2018

Max Time: 2 Hrs

Max Marks: 60

INSTRUCTIONS:

- 1. Attempt any 4 questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 Define marketing environment and briefly explain the elements of macro environment.

Q2 Define promotion and explain the different type of promotional mix tools in detail.

Q3 Identify the major channel alternatives open to a company and how companies select & evaluate channel members?

Q4 Discuss four basic strategies for reaching target markets?

Q5 Define marketing mix and briefly explain the elements of marketing mix.

Q6 Write short notes on any two of the following:

- i- Services Characteristics
- ii- Strategic Marketing Planning
- iii- Push and Pull Strategies

END OF EXAM PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
MACROECONOMICS; BA(BS)-502
BBA – VI

Date: January 9, 2018

Max Time: 100 Mins
Max Marks: 40

INSTRUCTIONS:

- 1. Attempt 4 questions where Q2 is compulsory. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q2 Consider an economy that produces only three types of fruit: apples, oranges & bananas. The production & price data are as follows:

Firms		2015 (Base Year)	2016 (Current Year)
Prices	Apples	Rs. 2 per unit	Rs. 3 per unit
	Banana	Rs. 3 per unit	Rs. 2 per unit
	Oranges	Rs. 4 per unit	Rs. 5 per unit
Quantities	Apples	3000 Units	4000 Units
	Banana	6000 Units	14000 Units
	Oranges	8000 Units	32000 Units

- a) Find nominal GDP in the current year & in the base year. What is the percentage increase since base year?
 - b) Find real GDP in the current year & in the base year. By what percentage does a real GDP increase from the base year to current year?
 - c) Find the GDP deflator for the current year & the base year. By what percentage does the price level change from the base year to current year?
- Q3 a) Define velocity of money. Discuss the role of velocity of money in the quantity theory of money.
b) What do you mean by money multiplier?
- Q4 a) How does open market purchase of securities by central bank of a country affect money supply?
b) Discuss the process of credit creation by the commercial banks.
- Q5 Explain the impact of an increase in the money supply in the short run & in the long run in an AD-AS model.
- Q6 Explain the difference between expansionary and contractionary fiscal policy. When would the government use expansionary and contractionary fiscal policy?
- Q7 What do you mean by business cycle?
Explain the difference between economic development and economic growth.
- Q8 Explain the fallacies in each of the following statements.
a) GNP is always greater than GDP
b) NNP is always greater than GNP
c) Personal income is always greater than national income
d) National income is more than NNP

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
COST & MANAGERIAL ACCOUNTING; BA(BS)-522
BBA – VI

Date: January 16, 2018

Max Time: 2 Hrs

Max Marks: 40

INSTRUCTIONS:

1. Attempt any 4 questions. Do not write anything on the question paper. **EXCEPT** the initials mentioned above.
2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q1 Pain away company manufactures liquid aspirin and accounts for production using average process costing. In department 2, five gallons of liquid, weighing 8 pounds per gallon, are added to each pound of powder transferred from Department 1. Each department 2 unit weighs one pound. The following information is available for August.

	<u>Units</u>	<u>Amount</u>
Beginning inventory (all materials; 1/3 labor and factory overhead)	30,000	
Cost from preceding department		\$ 57,000
Materials		29,100
Labor		5,300
FOH		41,000
Ending inventory (all materials; 1/2 labor and factory overhead)	20,000	

Cost added during August:

Cost from preceding department	10,000 lbs. of powder	\$ 823,000
Materials	400,000	410,900
Labor		209,700
FOH		1,679,000

Required:

Prepare cost of production report for Department 2 for August.

Q2 The Laverock Company's joint cost of producing 1000 units of product A, 500 units of product B and 500 units of product C is \$ 100,000. The unit sales values of the three products at the split-off point are:
A : \$20, B : \$200, C : \$160. Ending inventories include 100 units of A, 300 units of B, and 200 units of C.

Required:

1. The amount of joint cost that would be included in the ending inventory of the three products
 - (a) using the market value method.
 - (b) using the average unit cost method.

Q3 The following data are available for Mandmeyer Company for the year ended December 30,2017.
Sales \$ 56,000

Finished goods inventory:	Ending	\$ 5,100;	Beginning	\$ 3,500
Work in process inventory:	Ending	\$7,500;	Beginning	\$4,000
Materials inventory:	Ending	\$4,250;	Beginning	\$4,000
Materials purchased		\$18,000		
Direct labor		\$7,500		
FOH charged to production		\$5000		
Marketing expenses 5% of sales				
Administrative expenses 2% of sales				
Other expense 1% of sales				

Required:

1. Prepare cost of goods sold statement.
2. Prepare an income statement

Q4 P&G Company produces large size bags for the use of tourists. Company uses standard costing system to control costs. The standards for materials and labor costs to manufacture 1 bag are as follows:

- Direct materials: 7.2 lbs. @ \$5 per lb.
- Direct labor: 0.4 hours @ \$20 per hour

During the last month, P&G produced 2,500 large bags. 20,000 lbs. of direct materials were purchased @ \$4.8 per lb. There was no direct materials inventory at the beginning and at the end of the month. 900 direct labor hours were recorded @ \$24 per hour.

Required:

1. Compute direct materials price and quantity variance.
2. Compute direct labor rate and efficiency variance.

Q.5) The accountant of the company is asked to compute FOH rates based on (a) normal capacity (b) expected actual capacity (c) theoretical capacity and (d) average sales for the previous three years. The accountant prepared the following summary:

	Expected Actual	Average Sales	Normal Capacity	Theoretical Capacity
Capacity levels	80%	85%	90%	100%
Direct labor hours	27200	28900	30600	34000
Factory overhead				
Fixed	\$ 102000	\$ 102000	\$ 102000	\$ 102000
Variable	\$ 136000	\$ 144500	\$ 153000	\$ 170000
Total	\$ 238000	\$ 246500	\$ 255000	\$ 272000

Compute:

- a) FOH rate per direct labor hour for each of the four capacity levels.
- b) The amount of over or under applied FOH for the other three levels if actual hours worked and actual FOH incurred were identical with the estimated hours and the estimated overhead of the expected actual capacity

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
STATISTICS; BA(BS)-532
BBA – VI

Revised Date: January 18, 2018

Max Time: 90 Mins
Max Marks: 30

INSTRUCTIONS:

1. Attempt all questions. Do not write anything on the question paper. **EXCEPT** the initials mentioned above.
2. **TABLES ARE NOT ALLOWED.**
3. **Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 a) A set of mathematics exam scores has a mean of 70 and a standard deviation of 8. A set of English examination scores has a mean of 74 and a standard deviation of 16. Mr Bean got score 78 in both English and maths. Explain in which exam he has the higher standing and why?

b) In an examination 10 scouts and 10 guides gave following results. Calculate mean, standard deviation and coefficient of variation for the following variables and comment on results.

Scout:	57	66	82	97	94	73	80	74	50
Guides:	79	86	69	74	79	68	61	63	94

Q2 a) For the following table calculate $E(X)$ and $V(X)$

X	0	1	2	3	4
P (X)	0.3	0.2	0.4	0.05	0.05

b) Calculate coefficient of correlation for the data below and test the significance at 5% by using t-distribution.

[TABLE VALUE=2.7]

X	23	20	27	30	30	31
Y	6	8	9	7	10	11

Q3 Two machines are filling Sugar. Forty samples from the first machine find a sample mean of 4.95 kgs, and fifty samples from the second machine have a sample mean of 5.01 kgs. The population standard deviation of the first machine is 0.30 kg, and the population standard deviation of the second machine is 0.10 kgs. Test the claim that the machines are filling equally. Use 0.05 level of significance. Write all steps and conditions.

[TABLE VALUE=2]

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
PRODUCTION & OPERATIONS MANAGEMENT; BA(BS)-542
BBA – VI

Revised Date: January 20, 2018

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt ALL questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Do you think that there is a difference between production and operations? Justify your answer with examples [06]
- Q2 Briefly explain some of the "decision areas" that distinguish production and operations management from other functions of an organization. [06]
- Q3 How does an operations management strategy change during a product's lifecycle? [06]
- Q4 In what ways do CAD and FMS connect? [06]
- Q5 What are the core characteristics of a good job design? Briefly explain each one of them. [06]
- Q6 Write a short essay on any 2 of the following: [10]
1. Process design and process strategy
 2. Total Quality Management
 3. Importance of project management
 4. PERT / CPM
 5. Simulation Analysis

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
HUMAN RESOURCE MANAGEMENT; BA(BS)-552 / BA (H)-552
BBA – VI**

Date: January 13, 2018

**Max Time: 90 Mins
Max Marks: 30**

INSTRUCTIONS:

- 1. Attempt 3 questions where Q2 is compulsory. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q-2(a) Explain briefly, what Human Resource Management is? And why it is important to all managers? **03**

(b) Describe the functions of HRM and the new approaches to organizing HR **07**

Q-3(a) Without proper 'Job Analysis' and 'Human Resource Planning' the human resource functions cannot be performed effectively. Why? **05**

(b) An interview is a procedure designed to obtain information from a person through oral responses to oral inquiry. Discuss the purposes for which managers use interviews in organizations **05**

Note: Your answer must not exceed one page of your answer script

Q-4(a) Define the following : (any five) **05**
(i) Salary compression (ii) training and orientation (iii) employee log book (iv) alternative staffing (v) negligent training (vi) Job aid (vii) Realistic Job Preview

(b) Why careful selection is important? explain **05**

Note: Your answer must not exceed one page of your answer script

Q-5 Write short notes on any four of the following: **10**
I. Job posting
II. Two-tier orientation program
III. Succession planning
IV. Negligent hiring
V. Recruiting yield pyramid
VI. Broadbanding

Note: each note must not exceed half page of your answer script

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
FINANCIAL MANAGEMENT; BA(BS)-601
BBA – VII

Date: January 8, 2018

Max Time: 100 Mins
Max Marks: 40

INSTRUCTIONS:

- 1. Attempt any 4 questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 You are thinking about investing your money in the stock market. You have the following two stocks in mind: stock A and stock B. You know that the economy can either go in recession or it will boom. You know the following information about your two stocks:

State of the Economy	Probability	R _A	R _B
Boom	2/3	10%	-2%
Recession	1/3	6%	40%

Required:

- Calculate the expected return on a portfolio consisting of 10% invested in stock A and the remainder in stock B.
- Q2 There are two firms 'A' and 'B' which are exactly identical except that A does not use any debt in its financing, while B has Rs. 2,50,000, 6% Debentures in its financing. Both the firms have earnings before interest and tax of Rs. 75,000 and the equity capitalization rate is 10%. Assuming the corporation tax is 50%, calculate the value of the firm.
- Q3 A company plans to issue 10000 new shares of Rs. 100 each at a par. The floatation costs are expected to be 4% of the share price. The company pays a dividend of Rs. 12 per share initially and growth in dividends is expected to be 5%.
- (a) Compute the cost of new issue of equity shares.
 - (b) If the current market price of an equity share is Rs. 120. Calculate the cost of existing equity share capital
- Q4 a) Kumar company has sales of Rs. 25,00,000. Variable cost of Rs. 12,50,000 and fixed cost of Rs. 50,000 and debt of Rs. 12,50,000 at 8% rate of interest. Calculate the combined leverage.
- b) What is Markowitz portfolio theory? List all of its assumptions
- Q5 X Company Ltd., has 100000 shares outstanding the current market price of the shares Rs. 15 each. The company expects the net profit of Rs. 200,000 during the year and it belongs to a rich class for which the appropriate capitalization rate has been estimated to be 20%. The company is considering dividend of Rs. 2.50 per share for the current year. What will be the price of the share at the end of the year (i) if the dividend is paid and (ii) if the dividend is not paid?

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
MANAGERIAL ACCOUNTING; BA(BS)-611
BBA – VII

Date: January 8, 2018

Max Time: 100 Mins
Max Marks: 40

INSTRUCTIONS:

- 1. Attempt any 4 questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q.1) Sawaya Co., Ltd., of Japan is a manufacturing company whose total factory overhead costs fluctuate considerably from year to year according to increases and decreases in the number of direct labor-hours worked in the factory. Total factory overhead costs (in Japanese yen, denoted by ¥) at high and low levels of activity for recent years are given below:

	Level of Activity	
	Low	High
Direct labor-hours	5,000	6,000
Total factory overhead costs	¥4,250,000	¥4,500,000

The factory overhead costs above consist of indirect materials, rent, and maintenance. The company has analyzed these costs at the 5,000-hour level of activity as follows:

Indirect materials (Variable)	¥1,000,000
Rent (Fixed)	2,000,000
Maintenance (Mixed)	<u>1,250,000</u>
Total factory overhead costs	¥4,250,000

To have data available for planning, the company wants to break down the maintenance cost into its variable and fixed cost elements.

Required:

- a) Estimate how much of the ¥4,500,000 factory overhead cost at the high level of activity consists of maintenance cost.
- b) Using the high-low method of cost analysis, estimate a cost formula for maintenance.
- c) What total factory overhead costs would you expect the company to incur at an operating level of 5,200 direct labor-hours?

Q.2) Laraby Company produces a single product. It sold 25,000 units last year with the following results.

Sales	\$	625,000
Variable costs		375,000
Fixed costs		150,000
Income before taxes		100,000
Income taxes (45%)		45,000
After-tax profit		55,000

In an attempt to improve its product, Laraby's managers are considering replacing a component part that costs \$2.50 with a new and better part costing \$4.50 per unit during the coming year. A new machine would also be needed to increase plant capacity. The machine would cost \$18,000 and have a useful life of 6 years with no salvage value. The company uses straight-line depreciation on all plant assets.

Required:

- a) What was Laraby Company's breakeven point in units last year?
- b) How many units of product would Laraby Company have had to sell in the past year to earn \$77,000 in profit?
- c) If Laraby Company holds the sales price constant and makes the suggested changes, how many units of product must be sold in the coming year to break even?
- d) If Laraby Company holds the sales price constant and makes the suggested changes, how many units of product will the company have to sell to make the same after-tax profit as last year?

Q.3) The following data are available for 2016 from the accounting records of Orient Company:

Units in beginning inventory	0
Units produced	20,000
Units in ending inventory	4,000
Selling price per unit	\$20
Manufacturing costs	
Direct materials (per unit)	\$4
Direct labor (per unit)	\$2
Variable overhead (per unit)	\$1
Fixed overhead (total)	\$60,000
Selling and Administrative expenses	
Variable (per unit)	\$3
Fixed (total)	\$40,000

Required:

- a) Compute the per unit using absorption costing and variable costing.
- b) Prepare an income statement under (i) absorption costing and (ii) variable costing.

Q.4) REX Co. Ltd. is to start production on 1st January 2018. The prime cost of a unit is expected to be Rs. 40 (Rs. 16 per materials and Rs. 24 for labour). In addition, variable expenses per unit are expected to be Rs. 8 and fixed expenses per month Rs. 30,000. Payment for materials is to be made in the month following the purchase. One-third of sales will be for cash and the rest on credit for settlement in the following month. Expenses are payable in the month in which they are incurred. The selling price is fixed at Rs. 80 per unit. The number of units to be produced and sold is expected to be:

January 900; February 1200; March 1800; April 2000; May 2,100 June 2400

Required:

Draw a Cash Budget indicating cash requirements from month to month.

Q.5) The estimated costs of producing 6,000 units of a component are:

	Per Unit	Total
Direct Material	\$10	\$60,000
Direct Labor	8	48,000
Applied Variable Factory Overhead	9	54,000
Applied Fixed Factory Overhead (\$1.5 per direct labor dollar)	12	72,000
	<u>\$39</u>	<u>\$234,000</u>

The same component can be purchased from market at a price of \$29 per unit. If the component is purchased from market, 25% of the fixed factory overhead will be saved.

Required:

Decide whether to make this product or buy this product from the market. Show computations.

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
PROJECT DEVELOPMENT EVALUATION AND FEASIBILITY; BA(BS)-631
BBA – VII**

Date: January 15, 2018

Max Time: 2 Hrs

Max Marks: 60

INSTRUCTIONS:

- 1. Attempt 4 questions where Q5 is compulsory. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Define the term Social cost-benefit analysis. Explain how the costs and benefits of a project to society may differ from the costs and benefits to the private entrepreneur.
- Q2 Externalities are some of the negative effect that prevents the economy to realize the full benefit of project. With specific examples explain the issue of externalities in project evaluation.
- Q3 Discuss FOUR main issues which you would take into consideration to make a fund raising event for a project you are working with successful.
- Q4 Define and list down the technical aspect of the project.
- Q5 A feasibility study is an evaluation or analysis of potential impact of a proposed project. Outline and discuss reasons that necessitate such a study before the planning and formulation of a project.

END OF EXAM PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
BUSINESS RESEARCH METHODS; BA(BS)-641
BBA – VII

Revised Date: January 17, 2018

Max Time: 100 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt any 4 questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 a) What is a sample size? How can it be determined?
b) What steps are essential in determining the sample size in a research project?
- Q2 a) What are the differences between primary and secondary data?
b) What are the advantages and disadvantages of open-ended questionnaire?
- Q3 a) What are the characteristics of scientific research? Explain them very briefly.
b) What are the limitations of the characteristics scientific research when we apply on business administration?
- Q4 Write an 'Applied Research' proposal on a research problem of your choice.
- Q5 Differentiate briefly any Two of the following:
a) Proposition and Hypothesis
b) Lab Experiment and Field Experiment
c) Inductive and Deductive Theory / Type

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
BUSINESS LAW AND REGULATIONS; BA(BS)-651
BBA – VII

Date: January 3, 2018

Max Time: 110 Mins

Max Marks: 40

INSTRUCTIONS:

- 1. Attempt any 5 questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Define Partnership, what are the liabilities of incoming and outgoing partners?
- Q2 Define Sale and Agreement to Sell, What does mean by unpaid seller and write his Rights according to Sales of Goods Act 1930?
- Q3 What is Law, How many sources of Law write in detail?
- Q4 Define Collective Bargaining Agent write the processes of appointment of CBA?
- Q5 Define the Provision of GATT elaborate the processes Transitional Agreement and dispute settlement?
- Q6 What is difference between Contract and Agreement and define formation & essentials of contract?
- Q7 Define the following legal term:
- | | |
|------------------------|-----------------|
| (i) Promissory Note | (vi) Check off |
| (ii) Agreement to Sell | (vii) Bailee |
| (iii) Implied Contract | (viii) Worker |
| (iv) Auction Sale | (ix) Revocation |
| (v) Lien | (x) Award |

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
SUPPLY CHAIN MANAGEMENT; BA(BS)-602
BBA – VIII**

Date: January 11, 2018

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

- 1. Attempt any 6 questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q.1 What are the four foundation elements of supply chain management? Describe some activities within each element.
- Q.2 Describe centralized and decentralized purchasing and their advantages.
- Q.3 What are the key factors that contribute to a lasting buyer-supplier partnership?
- Q.4 Explain the difference between a time series model and an associative model. Under what conditions would one model be preferred to the other?
- Q.5 Explain why lean production and Six Sigma are so important to successful supply chain management.
- Q.6 What are the impacts of logistics on environmental sustainability? How can these impacts be minimized?
- Q.7 How do supply chain management activities differ between services and manufacturing companies? In what ways are these activities alike?
- Q.8 Describe the four perspectives of the balanced scorecard. How is this model different from a set of world-class performance measures?

END OF EXAM PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
CORPORATE PERFORMANCE & PLANNING; BA(BS)-612
BBA – VIII**

Date: January 9, 2018

Max Time: 2 Hrs

Max Marks: 60

INSTRUCTIONS:

- 1. Attempt any 4 questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 What is meant by Corporate Performance and planning? Discuss the scope of corporate performance.

Q2 What are the different types of ratios need by companies for analysis of financial position? Discuss limitations of ratio analysis.

Q3 Why does the purchase function is important in corporation? Describe various sources of purchases.

Q4 What is corporate level strategy and how does it support business level and functional level strategy? Explain with suitable examples.

Q5 Write short notes on any two of the following:

- 1- Total Quality Management
- 2- Corporate Budgeting
- 3- Production Management
- 4- Systems of Control

END OF EXAM PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
CORPORATE FINANCE; BA(BS)-622
BBA – VIII

Date: January 13, 2018

Max Time: 3 Hrs
Max Marks: 60

INSTRUCTIONS:

1. Attempt any 5 questions. Do not write anything on the question paper. **EXCEPT** the initials mentioned above.
2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q1 Abbot's Fried Chicken is a fast food chain. Although its expenses depend primarily on sales, these expenses are not necessarily paid in cash in the month of the sale. For example, wage expense amounts to 25% of the month's sales but is paid on the first day of the next month. Chicken is purchased for the current month (its cost represent 20% of the sales volume) and is paid for in cash. Frozen French fries, oil and other supplies cost 30% of a given month's sales. They are purchased with cash one month prior to the sales. Finally, Abbot has rent expenses totaling \$ 220,000 per month; their expected sales are as follows;

Month	August	September	October	November	December	January
Expected Sales	1,000,000	1,200,000	1,100,000	850,000	700,000	950,000

- a) Find Abbot operating expenses for September, October, November and December.
 - b) Abbot's is currently experiencing cash flow problem in the month of September and is considering an offer by the chicken supplier to take 60 days credit with a credit charge of 2.5% for this two month. Find Abbot's expected outflows for September, October, November and December.
- Q2 a) Benson Brother Inc is considering investing in a machine to produce computer keyboards. The price of the machine will be \$ 400,000 and its economic life is five years. The machine will be fully depreciated by the straight line method. The machine will produce 10,000 keyboards each year. The price of each keyboard will be \$40 in the first year and will increase by 5% per year. The production cost per keyboard will be \$20 in the first year and will increase by 10% per year. The corporate tax rate for the company is 34%. If the discount rate is 15%, what should they do?
- b) Define the following Terms
1. Capital budgeting
 2. Pay Back Period
 3. Net Present Value
 4. Internal rate of return.
- Q3 a) Define the following.
- i. Market return
 - ii. Capital Asset Pricing Model
 - iii. Risk Premium
- b) Stock X has a beta of 0.75, stock Y has a beta of 1.2 and stock Z has a beta of 1.5. The risk free rate is 11% and the expected market return is 19%.
- a. Find the expected return on stock X.
 - b. Find the expected return on stock Y.
 - c. Find the expected return on stock Z.
 - d. Suppose that you construct a portfolio consisting of 40% X, 30% Y and 30% Z. Using your answer to part a, b and c find the expected return of this portfolio.
 - e. What is the beta of the portfolio specified in part d
 - f. Using the information in the body of the problem and your answer to part e, find the expected return on your portfolio.

- Q4 a) What are benefits and cost of Credit Extension Policy?
- b) Abbot Company plans to liberalize its credit policy by extending its current 30 day credit period to 60 days. The company expects that this will increase its current sales of \$ 348,000 by 30%. Unfortunately, however bad debt are also expected to rise to 5% up from their current level of 2% of the total sales. The company operating cost of 35% of the sales and its credit collection cost of \$ 4,500 are expected to remain the same. The company is in the 30% tax bracket and it requires all investments to return 10%. Would you advise the company to go ahead by the liberalization plan? Why? Exactly how much richer or poorer will the company be if it relaxes its credit policy?
- Q5 a) Define the following terms
i. Stop Loss ii. Limit Order iii. Short sell iv. Blue chip stock v. Margin Financing
- b) Thomas brother is expected to pay a \$0.50 per share dividend at the end of the year. The dividend is expected to grow at a constant rate of 7 percent a year. The required rate of return on the stock is 15 percent. What is the stock value per share?
- Q6 a) The Allied Company's current EPS is \$ 6.50 It was \$ 4.42, 5 years ago. The company pays out 40 percent of its earnings as dividends and the stock sells for \$ 36.
i) Calculate the past growth rate in earnings.
ii) Calculate the next expected dividend per share
iii) What is the cost of equity?
- b) Johnson Iron works raised \$ 1 Billion of new capital from the following sources. Calculate the WACC for this increment of funding.
\$ 500 Million from bonds with after tax cost of capital of 7%.
\$ 200 Million from an issue of preferred stock with cost 15%
\$ 200 Million from retained earning which costs 20%
\$ 100 Million from new common stock which cost 21%

END OF EXAM PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
TREASURY AND FUND MANAGEMENT; BA(BS)-672
BBA – VIII**

Date: January 16, 2018

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

- 1. Attempt any 5 questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 a) Distinguish between capital market and money market and also give examples of financial instruments that are traded in each market.

b) List and briefly explain five main functions of a treasurer.

Q2 Clearly distinguish between a front office and Back office operation in treasury department, and give an example of each operation.

Q3 a) What is the meaning of interest rate risk? Explain how an interest rate swap works and what is the impact of interest movements?

b) One method used by a Treasurer to manage interest rate risk is a forward rate agreement (FRA). How does an FRA work?

Q4 a) What is meant by the 'hedge for a currency exposure'?

b) Identify and briefly explain the three major types of foreign exchange exposure.

Q5 Explain in detail the regulation, supervision and compliance of treasury functions.

Q6 Explain the key risk associate in treasury and how they are managed.

Q7 Briefly explain the following terms:-

1. Spot transaction
2. Forward transaction
3. Option
4. Future contract
5. 'E treasury'

END OF EXAM PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
LEADING & TEAM WORK; BA(BS-HRM)-682
BBA – VIII**

Date: January 13, 2018

Max Time: 90 Mins

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt all questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Question # 01

05 Marks

Discuss Leadership and how personality impacts?

Question # 02

05 Marks

Describe the various stages in team development. What are the characteristics of an effective work team?

Question # 03

08 Marks

'Leaders and managers are not necessarily the same persons in an organization. The differences between leaders are due to a large extent because of sources of power within an organization'. Explain the differences between a leader and a manager

Question # 04

08 Marks

"Teams definitely are forms of work groups, but not all work groups are teams". Work groups function on three levels: Dependent level, Independent level and Interdependent level. Elaborate on the characteristics of each level of work groups giving examples, as appropriate.

Question # 05

04 Marks

Discuss the steps involved in Problem Solving and decision making.

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES
TALENT MANAGEMENT; BA(BS-HRM)-692
BBA – VIII**

Date: January 16, 2018

Max Time: 90 Mins

Max Marks: 30

INSTRUCTIONS:

- 1. Attempt all questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Question # 01:

05 Marks

Discuss different tools of selection function and their challenges.

Question # 02:

10 Marks

Discuss Internal and External Recruitment Channels. Which one is better?

Question # 04:

04 Marks

What is HRP and how it impacts Talent Management.

Question # 05:

05 Marks

Explain the steps involved in Selection Process.

Question # 03:

06 Marks

Differentiate the following:

1. Reliability vs Validity of test
2. Recruitment vs Selection
3. Structured vs Unstructured interview

END OF SUBJECTIVE PAPER